

Latest information regarding the
B2E Value from Technology
Service Offering



VALUE FROM TECHNOLOGY

Getting better value from Technology

Lead Principal: Simon Berkeley

VALUE FROM TECHNOLOGY OVERVIEW

Information Technology is arguably now the main determinant of success, and the key differentiator, in almost every industry.

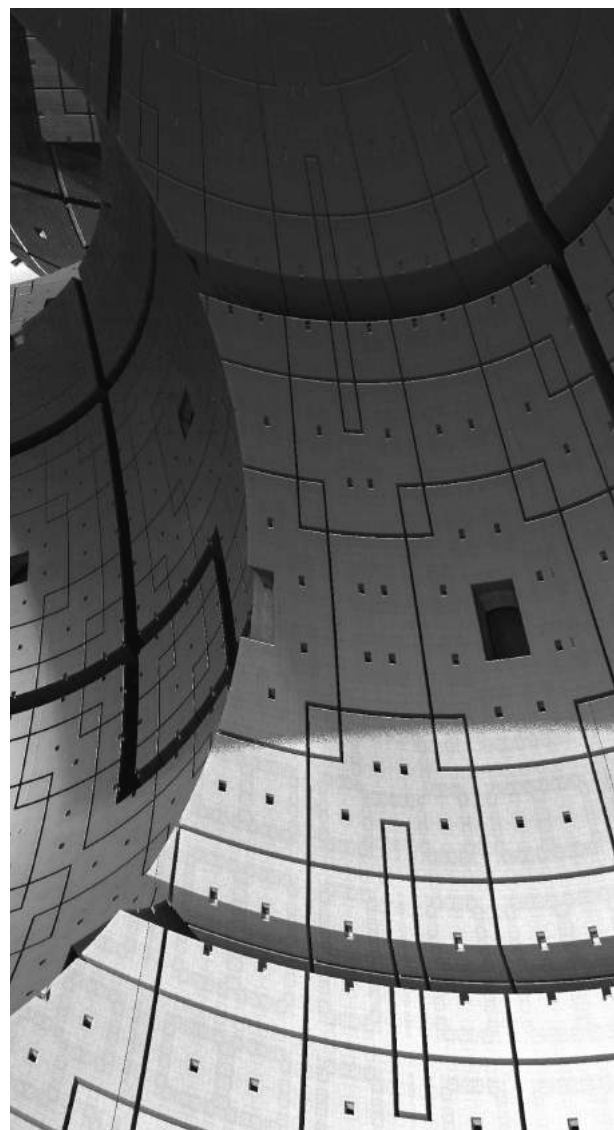
Business success depends on getting it right, and the capability of the IT function is critical. We work with businesses to review their IT capabilities – people, process and technology – and ensure they are set up for success. We assess capabilities in respect of current technologies and emerging trends, and – where necessary – re-align or transform the IT function to enable it to meet the needs of the business, and harness the best of new technology.

TYPICAL CHALLENGES

Technology now infuses every aspect of business, to the point where it's no longer clear where technology-related responsibilities lie. Businesses are struggling to keep up with the pace of change: Does technology drive business strategy, or vice versa? Do we need a Chief Data Officer as well as a CIO? Who reports to whom?

The IT function faces multiple challenges in today's businesses, including:

- Understanding and responding to rapidly evolving business needs – both core operations and support functions
- Managing legacy infrastructure and systems
- Harnessing modern applications and tools
- Access to critical, scarce skills
- Building or acquiring capabilities in increasingly important areas, such as data governance and security
- Procuring and managing a growing portfolio of services
- Helping senior management to understand the potential of modern IT for the business



UNIQUE SOLUTIONS

B2E has broad experience working with clients on technology-related business problems. We typically start with an initial assessment of the IT capability – both “outside-in”, and “inside-out”.

The assessment will include, for example:

- Technology trends and forecasts for the client’s industry
- Capability review of the IT function (using SFIA, or equivalent skills framework)
- Internal “voice of the customer” – Business function assessment of services provided by IT
- Current technology estate – and technology development plans / roadmaps
- Data needs and governance
- IT procurement strategy and supply chain management

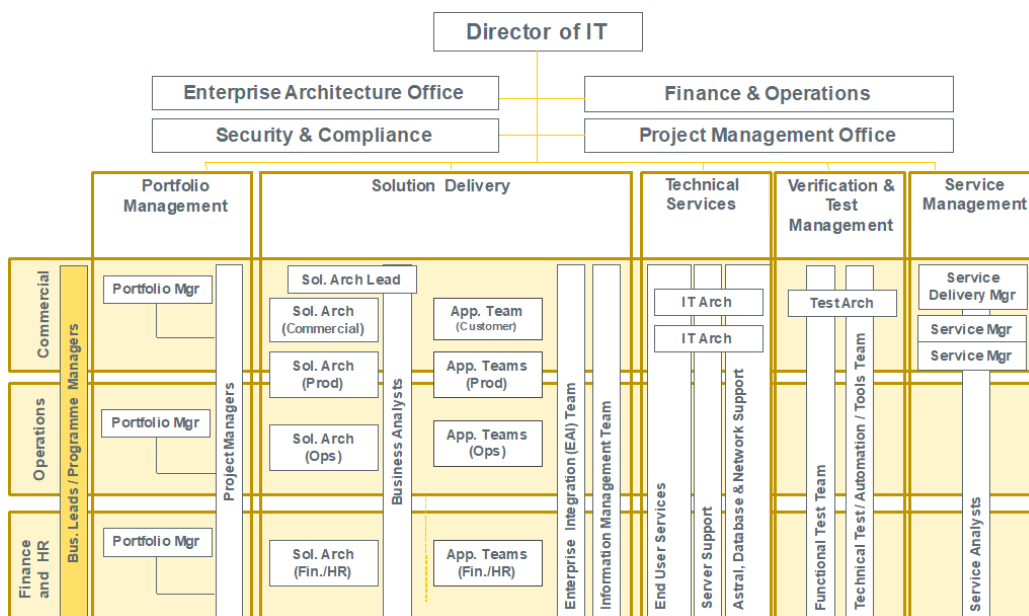
From this initial assessment, we prepare an IT Capability Development Plan. This will cover, for example:

- A Target Operating Model for IT
- IT process development, including clear assignment of accountabilities and responsibilities
- Project and programme management and governance – integrated business and IT change
- Skills development – or recruitment
- Service procurement and management
- Data governance and management
- Security



Where appropriate, we will recommend re-structure or transformation of the IT function. In our experience, IT responsibilities and accountabilities often evolve in an un-structured way, based on expertise or knowledge of specific technologies, systems or applications. Modern IT functions need to build resilience to deal with changing business needs, and rapid technology development. A resilient IT function is structured around key IT disciplines such as Account Management, Application Development, Architecture, Infrastructure, Data Management, Testing and Service Management.

A typical organisation structure for a modern IT function is shown below:



B2E Consulting's core capability is the implementation of complex change programmes. We know how to build a shared understanding across the Business of the strategic direction, and how to design and manage programmes to deliver on that strategy.

Our Consulting community of over 20,000 high calibre, expert consultants, allows us to select experts with functional and industry experience, ensuring we fully understand the client's goals, content and context.

Our scale means that we are able to build teams of genuine experts, usually with more than 10 years relevant experience, to help support client initiatives.

We usually expect to partner with the client to develop solutions that will be truly effective, different and memorable whilst leveraging our unique business model to ensure quality and value for money.

RESULTS DELIVERY

IT for the Future programmes deliver results through enhancing the value of the IT Function;

- Services tailored to the business needs – right place, right time, right quality, always on
- Strategic advice and support for senior management on current and future technology opportunities
- Clear accountabilities and responsibilities for technology across the business – IT and other Functions
- A roadmap for IT capability development, covering technology, process, people, skills, procurement and data management
- Excellence in delivery of IT and business change

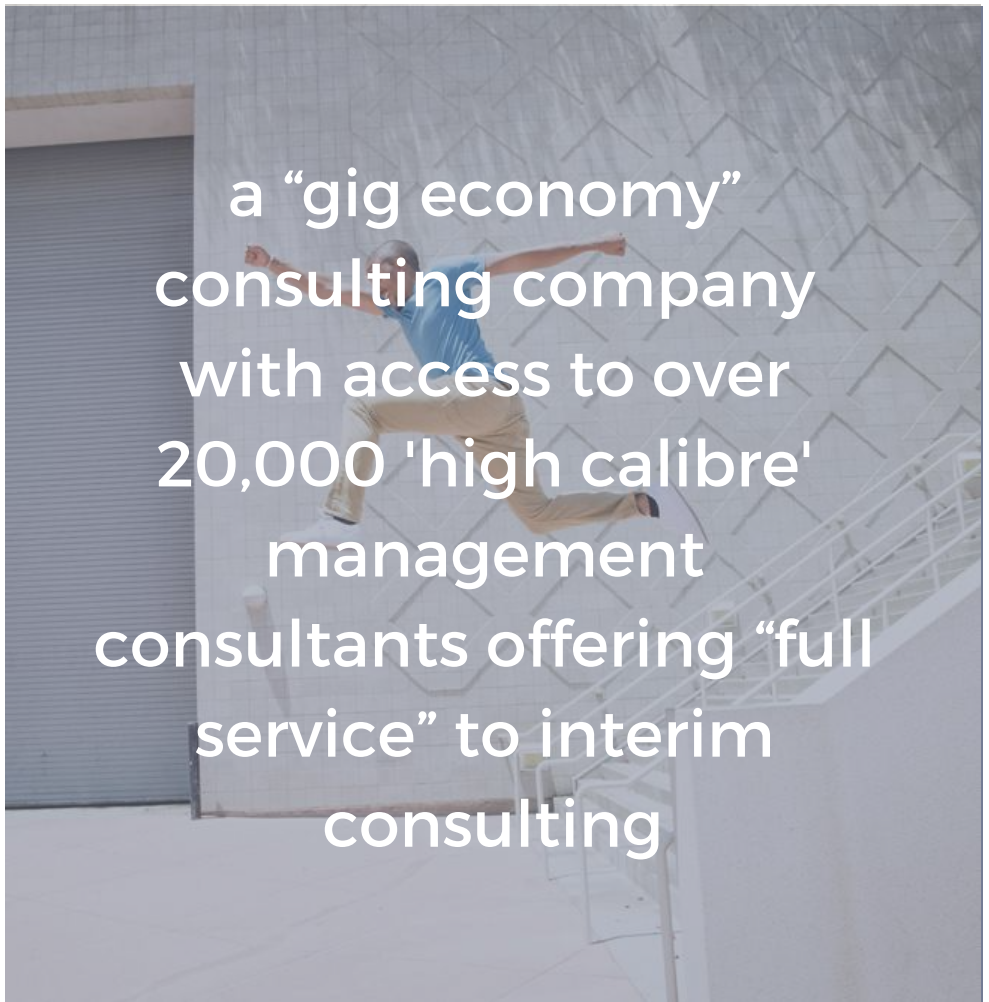


Simon Berkeley is the B2E Consulting Principal leading the Value from Technology Service Offering. Simon is a senior Programme Director with extensive experience in business transformation, and an operations background. He is highly skilled in delivering complex programmes and project

portfolios that deliver real changes in operational business processes, accountabilities and responsibilities, performance management, behaviours and ways of working to achieve measurable business benefits. He specialises in technology-enabled transformation, providing strategic advice, designing Target Operating Models, and designing and leading transformation programmes. A certified SFIA practitioner, he usually works at the interface between Operations and IT, to ensure mutual understanding and shared responsibility for achieving business goals. He has led teams of consultants, and teams drawn from within client organisations, to deliver substantial benefits to the bottom line in a number of leading multinationals.



CONSULTING
FUELLING TRANSFORMATION. POWERED BY EXPERTS



a “gig economy”
consulting company
with access to over
20,000 'high calibre'
management
consultants offering “full
service” to interim
consulting

Why B2E?

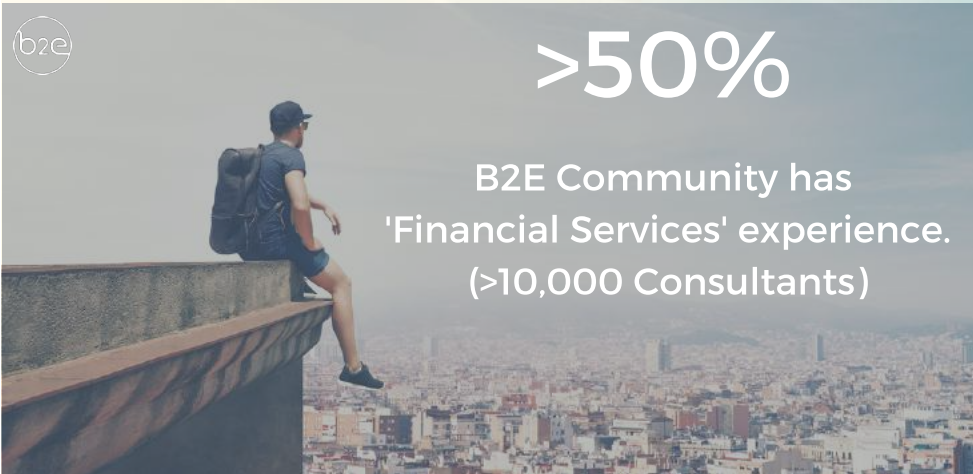
1. Immediate access to quality consultants at significantly lower cost
2. Specialist delivery through a consulting community of >20,000 experts
3. We understand transformation - our B2E team share >200 years top tier consultancy experience

The majority of our
B2E Community
have come from the
top 10 global
consultancy firms



>50%

B2E Community has
'Financial Services' experience.
(>10,000 Consultants)



Since 2002, our
Consultants have
worked on ~700
business
transformation
assignments across a
range of areas,
technologies and
business challenges